



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
HEADQUARTERS, U.S. ARMY MATERIEL COMMAND
9301 CHAPEK ROAD, FORT BELVOIR, VA 22060-5527

AMCCP-P

05-09-AMCCP-P
22 May 2005

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Policy Letter - Strategic Supplier Alliances

1. The U.S. Army Materiel Command (AMC) is committed to continuing its partnership with the Defense Logistics Agency (DLA) in establishing Strategic Supplier Alliances (SSAs), an integral part of acquisition transformation. AMC and its Life Cycle Management Commands (LCMC) will work with DLA and industry partners to identify improvements that foster innovative contracting and supply solutions to better leverage our buying power.
2. Strategic Supplier Alliances are long-term, supplier-unique collaborative relationships committed at the highest levels of AMC and industry. They are written agreements outlining the mutual understanding between industry and the Government on the mission, measurement techniques for determining success, and the operating ground rules for management structure. Contracts are written and performed within the framework created by these agreements.
3. These alliances shift from managing supplies to managing suppliers, a major paradigm shift in how we do business. SSAs ensure a steady on-time supply of needed parts to the warfighters while mutually improving pricing and reducing total ownership costs. These relationships improve quality, speed delivery, reduce customer wait time and are better structured to handle conflict resolution, critical in today's environment.
4. Given the lessons learned in Iraq, I further challenge Commanders, Directors and staff, to expand partnering with DLA to improve current Army supply strategies. We must identify more Army items for consolidation in order to maximize the SSA relationships and ensure that we are fully leveraging our purchasing power. For more information concerning this initiative, my points of contact are Ms. Elizabeth Smith, DSN 656-82411 (703) 806-8241, and Mr. Mark Gomersall, DSN 656-82731, (703) 806-8273.

//Signed//
BENJAMIN S. GRIFFIN
General, USA
Commanding

AMCCP-P

SUBJECT: Strategic Supplier Alliances

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